Hindustan Unilever Limited,
Unilever House,
B D Sawant Marg, Chakala,
Andheri East, Mumbai 400 099

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Hindustan Unilever Limited

28th October, 2026

Stock Code: BSE: 500696
NSE: HINDUNILVR
ISIN: INE030A01027

BSE Limited,
Corporate Relationship Department,
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051

Dear Sir/Madam,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended 30th September, 2026.

We are also enclosing herewith a copy of the Press Release. The Press Release is self-explanatory.

Please take the above information on record.

Thanking You.

Yours faithfully,
For Hindustan Unilever Limited

Radhika Kartik Shah

Digitally signed by Radhika Kartik Shah
Date: 2026.10.28 09:41:04 +05'30'

Radhika Shah
Company Secretary & Compliance Officer
Membership No: A19308

Hindustan Unilever Limited

CONSOLIDATED RESULTS FOR THE QUARTER ENDED 30th SEPTEMBER 2026

Underlying Sales Growth 15%, Underlying Volume Growth 7%, PAT (bei) Growth 9%

Mumbai, 28th October 2026: Hindustan Unilever Limited announced its results for the quarter ended 30th September 2026.

Key highlights:

- **Delivered Turnover of ₹ 18,071** crores with **USG[1] of 15%.** Underlying **Volume Growth[2]** was strong **at 7%.**
- This marks our **highest Underlying Sales Growth in the last 14 quarters**.
- **EBITDA grew 8%** year-on-year to ₹ 4,089 crores. **EBITDA Margin** at 22.6% was **within the guided range.**
- **Profit After Tax before exceptional items grew 9%** year-on-year reflecting our focus on competitive, volume-led profit growth. Reported Profit After Tax at ₹ 2,796 crores was flat due to one-off tax related gains of ₹ 273 crores in exceptional items in base period.
- **First half** recorded **Turnover of ₹ 35,255** crores with **USG of 12% and UVG of 6%. EBITDA grew by 8%** while **PAT (bei)[3] grew by 9%** year-on-year.
- The Board of Directors declared an **interim dividend of ₹ 19 per share** for financial year ending 31st March 2027.

September Quarter segment highlights:

Home Care | Delivered 22% USG, led by double-digit UVG. Competitive, broad-based growth across formats

Home Care delivered a strong performance with 22% USG driven by double-digit UVG. Both Fabric Wash and Household Care delivered double-digit, broad-based growth across brands and formats. Liquids continued robust double-digit growth trajectory. Focused market development and calibrated pricing actions boosted penetration and supported volume resilience. Premiumisation in powders through Surf excel Easy Wash Rs. 99 pack continued to scale well. Consistent strong growth resulted in further strengthening of our market leadership. During the quarter, Surf excel and Rin liquids enhanced their propositions to cater to emerging consumer needs.

Beauty & Wellbeing | Recorded 16% USG driven by double-digit UVG. Premium Skin Care and Hair Care continued to outperform

Beauty & Wellbeing continued to step-up performance delivering 16% USG, driven by double-digit UVG. Hair Care accelerated its double-digit, volume-led growth trajectory. Performance was broad-based across formats with Premium Hair Care and innovations continuing to outperform. Skin Care and Colour Cosmetics delivered double-digit, volume-led growth. Premium Skin Care sustained its growth trajectory driven by double-digit growth in organised trade. During the quarter, we expanded portfolio of Simple with new Barrier Repair Range and relaunched Vaseline body lotion with upgraded packaging and proposition. Further, we launched premium Body Serum lotions under Dove and expanded Minimalist range in Skin Care and Hair Care, strengthening our presence in evolving consumer demand spaces.

Personal Care | Reported 9% USG, driven by double-digit USG in Skin Cleansing

Personal Care delivered 9% USG. Skin Cleansing delivered double-digit USG. Focused market development actions in Pears and Dove Bars supported delivery of double-digit, volume-led growth. Bodywash continued to strengthen penetration and market leadership through step-up in sampling initiatives and in-store activations. Oral Care delivered low-single digit USG driven by premium innovations which continued to scale well. During the quarter, Lux Bar was relaunched with contemporary packaging, enhancing appeal and reinforcing brand's beauty positioning.

Foods | Achieved 9% USG, led by double-digit USG in Lifestyle Nutrition and Packaged Foods

Foods delivered 9% USG with low-single digit UVG. Lifestyle Nutrition accelerated its double-digit growth momentum with continued focus on execution and market development. Horlicks Biscuits and Ready-To-Drink format continued to scale well. Packaged Foods delivered double-digit, broad-based growth. Coffee delivered high-single digit growth driven by volumes. Premium tea innovations continued to scale well. During the quarter, Horlicks expanded into high-growth protein segment with the launch of Horlicks protein powder, while Kissan Condiments refreshed its proposition alongside contemporary packaging.

Priya Nair, CEO and Managing Director, commented, "In September quarter, we delivered 15% Underlying Sales Growth, our highest in the last 14 quarters, with Turnover of ₹ 18,071 crores. Underlying Volume Growth was strong at 7% reflecting sustained momentum driven by our focus on crafting desirable brands and strengthening future-fit Go-to-Market. Indian economy remains resilient, with healthy macro indicators supporting a positive consumption environment. We continue to invest in building long-term capabilities and remain anchored to the 'Winning in New India' strategy of delivering competitive, volume-led profit growth."

1. *Underlying Sales Growth (USG) refers to the increase in turnover for the period, excluding any change in turnover resulting from acquisitions and disposals*
2. *Underlying Volume Growth (UVG) refers to volume growth including the impact of mix of turnover realisation of products sold*
3. *PAT (bei): Profit After Tax before exceptional items*

Sensitivity: Public



Hindustan Unilever Limited

SQ'26 Results

28th October 2026

Hindustan Unilever Limited

Safe harbour statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward-looking statements. These forward-looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realised. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward-looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward-looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Sensitivity: Public


Vaseline
DEEP
MOISTURE
Non-sticky lotion
72HR*
MOISTURE
HYALURON
CERAMIDE
SERUM
DERMATOLOGICALLY
TESTED
FOR DRY SKIN
400 ml
Priya Nair
Chief Executive Officer
and Managing Director
Hindustan Unilever Limited

SQ'26: Operating context

Geopolitical environment



Elevated commodity prices

Resilient Indian economy



Macro indicators intact

Consumption trend



Positive demand conditions

Synthetic human images created using generative AI to support illustrative and visual storytelling and do not represent actual persons.

Sensitivity: Public

SQ'26: Sustained acceleration in performance

Turnover	USG	UVG	PAT (bei) Growth
₹ 18,071 cr.	15%	7%	9%

Broad-based Underlying Sales Growth across segments

Home Care	Beauty & Wellbeing	Personal Care	Foods
22%	16%	9%	9%

Underlying Sales Growth (USG): Increase in turnover for the period, excluding any change resulting from acquisitions and disposals
Underlying Volume Growth (UVG): Volume growth including the impact of mix of turnover realisation of products sold
PAT (bei): Profit After Tax before exceptional items

Sensitivity: Public

FH FY'27: Leading to consistent growth momentum

Turnover	USG	UVG	PAT (bei) Growth
₹ 35,255 cr.	12%	6%	9%

Interim dividend ₹ 19 per share

Underlying Sales Growth (USG): Increase in turnover for the period, excluding any change resulting from acquisitions and disposals
Underlying Volume Growth (UVG): Volume growth including the impact of mix of turnover realisation of products sold
PAT (bei): Profit After Tax before exceptional items

Sensitivity: Public

Our strategy: Winning In New India



DELIVER COMPETITIVE VOLUME-LED GROWTH

Consumption	Premiumisation	Market Making	New Spaces
MORE USAGE	MORE BENEFITS	MORE USERS	MORE CATEGORIES
40% delta		40% delta	20% delta

ENABLERS

- Crafting Desirable Brands
- Future-fit Go-to-Market
- AI as a Moat

VALUE CREATION MODEL

Generate Fuel for Growth → Deploy Fuel for Growth → Step-up Capital for Growth → Deliver Volume-led Profit Growth

UNDERPINNED BY TALENT, CULTURE & ESG

Delta.: Incremental Turnover Contribution

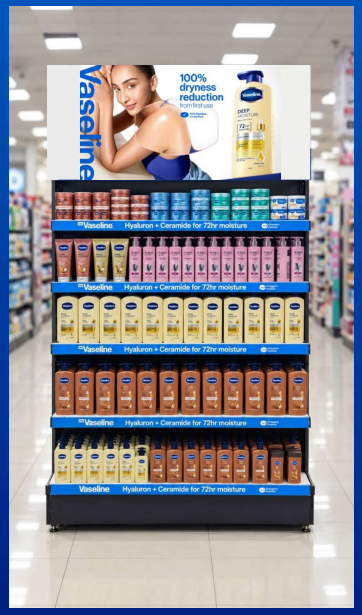
Sensitivity: Public

Disciplined execution anchored to our strategy

Crafting desirable brands



Building future-fit Go-to-Market



Entering new demand spaces



Winning in volatile environment



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Sensitivity: Public


Niranjan Gupta
Chief Financial Officer
Hindustan Unilever Limited
Comfort
ALL DAY Freshness
Comfort
Fabric Conditioner
Morning Fresh
Comfort

SQ'26: Consolidated results

Topline	EBITDA Margin	EBITDA	PAT (bei)
Underlying Sales Growth	Margin	INR	INR
15%	22.6%	4,089 cr.	2,795 cr.
7%	-140 bps	8%	9%
Underlying Volume Growth	Change YoY	Growth YoY	Growth YoY

Underlying Sales Growth (USG): Increase in turnover for the period, excluding any change resulting from acquisitions and disposals
Underlying Volume Growth (UVG): Volume growth including the impact of mix of turnover realisation of products sold
PAT (bei): Profit After Tax before exceptional items

Sensitivity: Public

FH FY'27: Delivering volume-led profit growth

Executing with discipline

01 Calibrated pricing actions



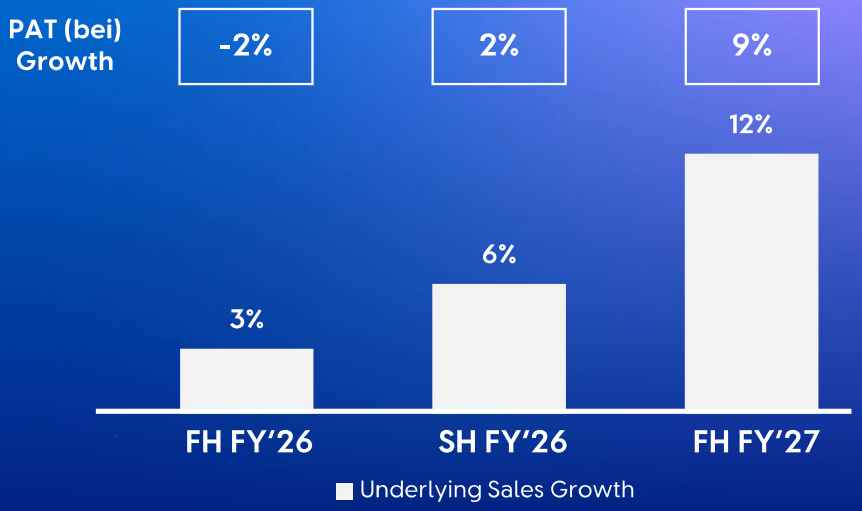
02 Accelerated savings



03 A&P spends productivity



Sequential step-up in revenue and profit growth



Focused on protecting consumer franchise

Underlying Sales Growth (USG): Increase in turnover for the period, excluding any change resulting from acquisitions and disposals
PAT (bei): Profit After Tax before exceptional items
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Sensitivity: Public

Home Care

₹6,878 cr. Revenue | 16% Margin

USG: 22%

UVG: Double-digit growth

- **Fabric Wash:** Strong double-digit growth across liquids, powders and bars. All brands contributed to performance reflecting resilience of our portfolio and strength of execution. Surf excel Easy Wash ₹99 pack continued to drive premiumisation in powders
- **Household Care:** Accelerated its performance with double-digit USG driven by volumes. Vim Liquids continued to outperform with double-digit, volume-led growth trajectory
- Focused market development actions in liquids expanded penetration, supported volume resilience and strengthened market leadership



Segment Revenue = Segment Turnover + Other Operating Revenue
Segment Margin (EBIT) excludes exceptional items

Sensitivity: Public

Beauty & Wellbeing

₹4,319 cr. Revenue | 29% Margin

USG: 16%

UVG: Double-digit growth

- **Hair Care:** Accelerated its double-digit, volume-led growth trajectory. Performance was broad-based across brands and formats, with Premium Hair Care and innovations continuing to outperform
- **Skin Care and Colour Cosmetics:** Delivered double-digit, volume-led growth. Premium Skin Care maintained its growth trajectory. Minimalist accelerated growth and strengthened portfolio through innovations in emerging demand spaces
- **Health & Wellbeing:** Subdued performance in OZiva. Category fundamentals remain healthy and innovation funnel is in place to drive growth



Segment Revenue = Segment Turnover + Other Operating Revenue
Segment Margin (EBIT) excludes exceptional items

Sensitivity: Public

Personal Care

₹2,617 cr. Revenue | 17% Margin

USG: 9%

UVG: Flat

- **Skin Cleansing:** Delivered double-digit growth, driven by pricing actions in an inflationary environment
- Focused market development actions in Pears and Dove bars supported delivery of double-digit, volume-led growth. Bodywash continued to strengthen penetration and market leadership through step-up in sampling initiatives and in-store activations
- **Oral Care:** Reported low-single digit growth. Premium innovations maintained its double-digit growth trajectory



Segment Revenue = Segment Turnover + Other Operating Revenue
Segment Margin (EBIT) excludes exceptional items

Sensitivity: Public

Foods

₹3,849 cr. Revenue | 22% Margin

USG: 9%

UVG: Low-single digit growth

- **Beverages:** Coffee delivered high-single digit growth driven by volumes. Inflation moderated performance in Tea, led by softer performance in mass tea. Premium tea innovations continued to scale well
- **Lifestyle Nutrition:** Accelerated its double-digit growth momentum, driven by continued focus on execution and market development. Horlicks Biscuits and Ready-To-Drink format continued to grow well. Newly launched Horlicks Protein is seeing encouraging traction
- **Packaged Foods:** Delivered double-digit, broad-based growth. Kissan condiments was relaunched with contemporary packaging and strengthened proposition



Segment Revenue = Segment Turnover + Other Operating Revenue
Segment Margin (EBIT) excludes exceptional items

Sensitivity: Public

Mid-term outlook

Demand

- Underlying demand environment remains resilient, supported by healthy macro indicators
- Expect FY'27 to be better than FY'26 driven by portfolio and channel transformation

Margin

- Commodity inflation expected to continue in the short-term
- Consolidated EBITDA Margin to be within the current guided range of 22-24%

Focus

- Driving competitive, volume-led profit growth anchored to our WINI strategy

Sensitivity: Public



Hindustan Unilever Limited

SQ'26 Results

28th October 2026

Hindustan Unilever Limited